

I propose that we set forth a similar strategy, with a specific focus on providing fee-based training and technical assistance to community-based organizations and government agencies. As an all-Hispanic board, I believe that we are attractive to both Hispanic and non-Hispanic agencies.

Before we consider this proposal, we must be sure that the Board is fully committed to be involved. The following should also be emphasized:

- Develop supply and demand analysis to tangibly determine the market for these services.
- Develop marketing strategy to reach target customers.
- Analyze fiscal impact, i.e., expenses to set forth this project versus potential income. A fee schedule for these services will also be developed as a result.
- Research potential grantmakers interested in funding this project.
- Research non-profit laws to ensure that these activities would be in compliance with federal and state statutes.
- Review existing grant agreements to ensure that such activities are allowable.

I respectfully request that the aforesaid proposal is included on the agenda of our next meeting for discussion. If you have any questions, please call me. Thank you.

cc: Board members
Roberto Del Rios